

HOWE CORPORATION



Chicago, IL



Exports to Australia, Mexico



Uses Export Credit Insurance



Challenge

Mary Howe manufactures commercial and industrial refrigeration equipment in Chicago. In 2007, her international customers began asking for more time to pay, but as a small manufacturer, Howe Corp. didn't have the cash on-hand to afford longer terms for payment.

Solution

Mary was able to extend credit terms up to 90 days by covering her export sales with EXIM's Export Credit Insurance. EXIM has covered 10.1 million total in sales, enabling Howe Corp. to fulfill more orders.

With EXIM's Support:



Obtained additional customers located in Latin America



Hired two additional employees

Results

"The interesting thing is when domestic sales drop off, often the export sales pick up, and it fills the gap. With the economy the way it is, EXIM Bank's support helps our sales remain steady."

Mary Howe, President of Howe Corp.

Make Your Own Success Story:

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